



Health Services

LOS ANGELES COUNTY

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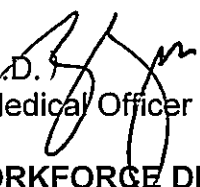
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Third District

Don Knabe
Fourth District

Michael D. Antonovich
Fifth District

February 16, 2007

TO: Health Deputies

FROM: Bruce A. Chernof, M.D. 
Director and Chief Medical Officer

SUBJECT: **HEALTH CARE WORKFORCE DEVELOPMENT
PROGRAM – SOLE SOURCE AGREEMENT WITH
LOYOLA MARYMOUNT UNIVERSITY FOR POST
LICENSURE TRAINING SERVICES**

Bruce A. Chernof, MD
Director and Chief Medical Officer

John R. Cochran III
Chief Deputy Director

Robert G. Splawn, MD
Senior Medical Director

This is to advise you that the Department of Health Services is preparing to enter into a sole source agreement for Post Licensure Educational Services with Loyola Marymount University to prepare the Department's nursing staff to meet Joint Commission on Accreditation of Healthcare Organizations and Centers for Medicare & Medicaid Services survey requirements. We anticipate classes will begin March 5, 2007. The maximum obligation of the County for this service through June 30, 2008 is \$225,000.

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DHS intends to contract with Loyola Marymount University under the authority delegated by the Board on September 25, 2001 to the Director of Health Services to execute contracts under \$300,000 to expedite implementation of the HCWDP.

Please let me know if you have any questions or require additional information.

BAC:DF:sd

Attachment (1)

c: Elizabeth J. Friedman
Senior Deputy County Counsel
Allison Morse
Deputy County Counsel

*To improve health
through leadership,
service and education.*



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January 26, 2007

TO: John R. Cochran III
Chief Deputy Director

FROM: Diane Factor 
Director, Health Care Workforce Development Program

SUBJECT: **SOLE SOURCE AGREEMENT WITH LOYOLA MARYMOUNT UNIVERSITY**

This is to request your review and concurrence for the Health Care Workforce Development Program (HCWDP) to enter into sole source agreement with Loyola Marymount University (LMU) for Post-Licensure Nursing Education Services.

BACKGROUND

Since September 25, 2001, the Board delegated authority to the Director to execute contracts up to a maximum of \$0.300 million for any one contract to implement specific training programs identified in the Department's HCWDP Fiscal Year (FY) 2001-02 Training Implementation Plan (TIP), subject to County Counsel approval.

On June 14, 2005, the Board approved the TIP for FY 2005-06 and an Agreement Amendment with the Worker Education and Resource Center, Inc. to continue to provide personnel, program support services, and central office and instructional space for HCWDP. The current TIP goals include new courses for Department of Health Services (DHS) health professionals including a nursing program, nursing specialty program, science pre-requisite nursing program, academic preparation, allied health care professions program, clerical skills enhancement program and fundamental skills program (i.e. Communication Skills, Spanish, Computer Literature and Leadership Training). Since 2001, HCWDP has successfully implemented and expanded all the above mentioned career path programs.

As the Los Angeles County Department of Health Services (DHS) attempts to train its medical personnel to meet the Joint Commission on Accreditation of Healthcare Organizations (JCAHO) and Centers for Medicare & Medicaid Services (CMS) survey requirements, DHS has identified a critical need to provide post-licensure education for nursing employees.

The Department of Health Services intends to enter into agreement with LMU effective March 5, 2007 through June 30, 2008.

FISCAL IMPACT

The one-time cost for a 16-month program of post-licensure nursing courses is \$0.225 million. The total maximum obligation for the term of the Agreement is \$0.225 million, which is funded through the \$5.700 million State grant (H-702610). The term of the State grant is effective

through FY 2007-08. Funding is included in the Health Services Administration's FY 2006-07 Final Budget and will be requested in Fiscal Year 2007-08.

SCOPE OF SERVICES

Post-licensure nursing education courses offered by LMU include:

- (1) Adult Physical Assessment
- (2) Fetal Monitoring
- (3) 12-Lead EKG
- (4) Pediatric Physical Assessment
- (5) Psychiatric Concepts
- (6) Lab Values for Nursing
- (7) LVN - IV Certification and Blood Withdrawal
- (8) Critical Thinking for Practicing Nurses
- (9) Neonatal Physical Assessment
- (10) Pediatric Emergency Course
- (11) Triage in the Emergency Room
- (12) Basic Dysrhythmia
- (13) Growth and Development (Birth - Adolescent)
- (14) Certified Case Management Program Review
- (15) Critical Care Concepts for the Med-surg Nurse
- (16) Certified Surgical Technician Review Course
- (17) Monitor Technician Course
- (18) Certified Operating Room Nurse Review Course
- (19) Advanced Hemodynamics
- (20) Certified Psychiatric Nurse Review Course
- (21) Certified Critical Care Nurse Review Course

CONSIDERATION

For the services provided by LMU under the Agreement, the maximum obligation is \$0.225 million for the period March 5, 2007 through June 30, 2008.

JUSTIFICATION

I recommend approval of LMU Post-Licensure Nursing Education Services on a non-competitive, sole source basis for the following reasons:

The Los Angeles County Department of Health Services (DHS) is in critical need of Post Licensure Educational (PLE) services for its nursing staff to ensure quality of care throughout DHS hospitals. Recently this need has been highlighted with the rollout of the MetroCare plan, as nursing staff assume new and/or additional responsibilities.

Accordingly, the Health Care Workforce Development Program (HCWDP) is in the process of training DHS employees to meet the high standards of care established by DHS management.

In the search for an institution that offers PLE services, LMU is the only PLE program near the Los Angeles area offering courses which meet the following DHS requirements:

- 1) Ability to provide verifiable accreditation in Post Licensure Education;
- 2) Ability to provide the full breadth of classes and a high level of responsiveness to implementation timelines of the MetroCare plan at the lowest quoted price;
- 3) Ability to customize courses as required by needs of DHS management; and
- 4) Flexibility to provide services at DHS designated County facilities to accommodate employee work schedules, thereby minimally impacting work schedules.

HCWDP contacted a number of other local programs that offer PLE services. However, these vendors did not meet the above desired requirements. The following is a list of responses received by HCWDP from other vendors:


Other Vendors	Justification for Non-Usage
Azusa Pacific	<ul style="list-style-type: none"> Does not provide stand alone courses. Courses only provided as a part of a degree-granting program.
Mount Saint Mary's College	<ul style="list-style-type: none"> No response.
California School Health Sciences	<ul style="list-style-type: none"> Provides classes at their sites only. May not be able to customize courses to DHS specifications.
Western University of Health Sciences	<ul style="list-style-type: none"> Does not provide PLE. Strictly provides Graduate-level courses.
California State University, Long Beach	<ul style="list-style-type: none"> Provides instruction for MSN/Nurse Practitioners only.
California State University, Los Angeles	<ul style="list-style-type: none"> Provider was unresponsive: "Is there a demand for this sort of thing?"
California State University, Northridge	<ul style="list-style-type: none"> No response
University of California, Los Angeles	<ul style="list-style-type: none"> Offers lactation consultant program only.
Mount San Antonio College	<ul style="list-style-type: none"> Suggested we contact other programs.
College of the Canyons	<ul style="list-style-type: none"> No response.
Pasadena City College	<ul style="list-style-type: none"> No response by initial contact. Second contact advised they do not provide PLE to her

Other Vendors	Justification for Non-Usage
El Camino College	<ul style="list-style-type: none">Quoted price rate at \$15/hour higher than selected vendor.

If you have any questions or require additional information, please let me know.

DF:sd

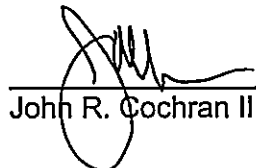
NOTED AND APPROVED:


John Cherep, Director of Human Resources

1/30/07
Date


Gary Wells, Director of Finance

2/15/07
Date


John R. Cochran III, Chief Deputy Director

2-15-07
Date